

WITH AUTOMOBILE DEALERS

Knight Silent Motor.

One of the most talked of and most attractive exhibits seen at the automobile show just closed was the exhibit of B. A. Blenner, who is Richmond's oldest automobile man.

Mr. Blenner had on exhibition a full size working model cut in half, exposing the working parts of the motor. This same motor was the greatest attraction at the New York show and the most interesting feature.

The efficiency of this engine type is recognized by Continental manufacturers who have adopted this principle for all motor construction. The salient features attributed to this mechanical innovation are the elimination of poppet valves usually used for intake and exhaust. In obviating the valves, naturally the extra cam shaft has been dispensed with. The principle of the Knight motor is essentially two sliding sleeves which move one within the other, and in this way accomplish the intake of gas through a port on the one side and after the explosion the scavenging of the exhaust through a port on the other side. This new motor is absolutely silent and promises to become a tremendous factor in progressive automobile building.

Mr. Blenner also had a seven-passenger Stearns-Knight car on exhibition in his booth.

Back of the Stearns-Knight car lies an interesting story of the realization of a manufacturer's life-long hobby for excellence in automobile engines.

Frank B. Stearns, president and founder of the F. B. Stearns Company, of Cleveland, O., has spent seventeen years of his life building motor cars. During all this time his hobby was the building of a perfect power plant.

Mr. Stearns was recognized early in life as a mechanical genius. He introduced many improvements which have materially changed the construction of automobile motors and worked out many innovations which were patented and incorporated in the famous Stearns motor. This Stearns motor attained a world-wide reputation and acknowledged no superior in this country nor abroad.

It was through his mechanical ability that Mr. Stearns won his present high position. His contention from the outset was that the engine is the heart of the car, and the old original Stearns motor represented the net results of years of his life.

Makes Fastest Record.

What is believed to be the fastest record for sustained road driving under unfavorable conditions was completed this morning, when William H. McCulla landed at the Pontchartrain Hotel in Detroit with his new Packard "35." He started from Chicago, being checked out of the New Southern Hotel in that city by J. T. Murphy, the night clerk, at 2:30 this morning, and at 9:39 he reached the Pontchartrain Hotel in Detroit and was checked in by the clerk of that hotel.

The distance was 284 miles, which was made in elapsed running time of 7 hours and 9 minutes. There were three stops for gasoline and tires, which occupied a total of 15 minutes. The actual running time, therefore, was 6 hours and 54 minutes, making the wonderful average for the entire distance, of a little more than forty-one miles per hour.

This is an extraordinary record that it is believed has never been equaled under any circumstances; and when the frozen, rutty condition of the mud and gravel roads over which the Packard "35" traveled, are taken into consideration, the record made was a

marvelous endurance test on the part of both driver and car.

Factories Interested.

As has been stated before the factories were evidently much interested in the Richmond show. Not only did they send many of the New York show cars to the local show, but in addition they sent some of their best "road" salesmen to Richmond to assist the local dealers during the rush of the week. Among some of the many "factory men" that are in town are the following: E. V. Livensperger, of the Raunch & Lang Co., of Cleveland, with his genial smile and ever present cigar; Mr. Yost, representing the Mitchell Co's branch at Philadelphia, and many others, too numerous to mention. In fact, the W. C. Smith Co., where the exhibits of the above named gentlemen were on view—was the general headquarters for the out of town brigade.

Knox Cars Attractive.

Mr. Perkins, the well known expert on motor fire apparatus for the Knox Company, was at the show extolling the merits of Knox cars in general, and Knox tractors in particular. Mr. Perkins is well known in Richmond, having been instrumental in helping Howard Smith sell the city the Knox fire apparatus which has been giving such splendid service.

One of the new Knox tractors was unloaded yesterday, and Mr. Perkins promises that he will show Richmond something new in the commercial line within a day or two.

Marion Uses Long-Stroke Motor.

A marked economy of fuel, with an increased return of power and speed, together with smoothness of operation and greater flexibility are some of the advantages of the long stroke motor which have been utilized by the Marion Motor Car Company, of Indianapolis. In its 1913 models, on exhibition at the automobile show, Long years of experiment and demonstration through actual use of this type of motor early convinced the Marion Company of the desirability of thus equipping its product. The engine has repeatedly proved that while the consumption of fuel is less, and because of the lower speed, much less oil is used, while there is a greater return in power and speed, than in the old style "square" motor, in which the bore and stroke were equal or nearly so. In the 20-40-horsepower Marion models the engine has a 4-inch bore by 5-inch stroke, and in the 48-horsepower cylinders the dimensions are 4-1/8 by 5-1/2 inches.

Uses Rotary Switch.

Some gas car manufacturers could readily find a number of very good points in electric cars applicable to their own product. One is the manner of operating lights on cars.

As an example, the Ohio Electric Car Company uses what is known as a rotary switch. All lights on the car may be governed in suitable combinations by this one switch. Lights on the Ohio are placed as follows: Interior, in the canopy above the seats; side, just beneath the front quarter windows; head, directly in front of the car, and tail or rear, located behind.

Lynch Runs Three Plants.

Leigh Lynch, the veteran race driver who has been for the past two years with the Studebaker manufacturing department, has been appointed superintendent of three plants of the corporation's Detroit system, and is in full charge of the painting and trimming

STAHL TOUTING COLLINS



Ray Collins, one of Manager Jake Stahl's staff of young twirling stars, who was such a big factor in the winning of the American League pennant and world's championship for the Boston Red Sox last season. Stahl predicts that Collins will be better than ever this season.

of bodies and the building of tops for the Studebaker cars.

Butchers Save Money.

The delivering of meat in better condition and at a saving of both time and money are among the benefits derived from the use of motor trucks by packers.

Through the delivering of meats in better condition by motor truck, W. S.

Forbes, of W. S. Forbes & Co., of Richmond, stated that since they installed motor trucks in their service, "our goods are delivered in much better shape than heretofore. Incidentally, we wish to state that by the use of this truck our hogs arrive in much better shape. They do not run the temperature up in the cooler as they used to do when hauling by horses, and we are hauling twice as many as any wagon could haul. This results in a good saving in our coal bill, which is very hard to estimate."

W. S. Forbes & Co. use a three and a half-ton Alcoa truck. Among other packers who are using motor trucks and saving money are Swift & Co., who are operating Alcoa trucks in Chicago, Los Angeles and Winnipeg and Kansas City. Armour & Co. have two Alcos in their service, one in Chicago and one in Omaha, and Morris & Co. deliver by eleven Alcos in New York, Chicago, Oklahoma City and in Peoria, New York, and Los Angeles.

Price for Quality.
The price for an American-made automobile in England is never out of proportion to the quality offered. Such is the opinion received from the Motor (London) at the offices of the Regal Motor Car Company.

This review of the so-called American invasion goes on to analyze the secret of American success. It attributes the present condition to five different causes, summarized as follows:

First, to the low cost of production and low price of the cars, which is made possible by the standardized production methods applied in their manufacture; second, special inducement to the purchasers of the cars in offering them completely equipped machines, which gives the car the appearance of a bargain in another way; third, the ample reserve power afforded by the use of relatively large power plants; fourth, simplification of the mechanism, that is, power plant and driving units; fifth, energetic business methods.

An English Opinion.

The Eastern Motor Sales Corporation, distributors for Stevens-Duryea motor cars, quote from an editorial of interest to Richmond motorists appearing in a late issue of the Autocar, an English publication, which is recognized as an authority on the motor car industry, not only in England, but on the continent:

In reviewing the body design and

tendencies, under the heading "Cleanliness of Design," he refers as follows to the Stevens-Duryea product: "Cleanliness of design does not, as a rule, much affect the working of a machine, but it would weigh very largely with an educated motorist in Europe. As however, American cars are invariably sold with their bodies in place, this feature, to a great extent, disappears. The niceties of English design which is observed at Olympia, have only appeared in one car in the States, but they presumably will be adopted more and more before another year is over. Taking the cars as a whole, and judging them by European standards they are sadly lacking in cleanliness of design, the most notable exception to this being the Stevens-Duryea."

Continuing in another paragraph which deals with the mechanical features of the American makes, he refers as follows to the Stevens-Duryea. "Coming to the Stevens-Duryea, one feels bound to say that this car is thoroughly up-to-date. It has a unit power plant with a good three-point suspension, and the timing gears are on the rear end of the motor in the clutch chamber. One of the models was fitted with Rudge-Whitworth wheels, and the touring car had particularly pleasing lines, with the bonnet sloping upwards to the flared dash. The standard bodies have also a clever arrangement by which the height of the rear seat can be varied at will."

Studebaker Bowlers Enter.

The Studebaker Corporation's five-man team has entered the National Congress at Toledo and will roll in all divisions. The team has been doing consistent work in the Detroit Manufacturers' League. Arthur Messler, foreman of the Plant 1 rear axle department, is the captain.

De Palma to Try Again.

Ralph de Palma, the Italian-American, who came so near winning the second annual 500-mile international sweepstakes race at the Indianapolis Motor Speedway last year, but whose engine went bad on the final lap, will again try his luck in the third annual five century contest, which is scheduled for May 30. De

Palma recently visited Indianapolis to make arrangements for garage space at the Motor Speedway and to contract for hotel accommodations for himself and his racing crew. De Palma will head a three-car team, the other drivers being Caleb Bragg and Spencer Wishart. These men will drive Mercer cars in the big race.

Want Better Roads.

"Good roads everywhere is what the automobilists are striving for, and their organized efforts encompass the improvement of the county and township roads, as well as the more traveled highways," states Laurens Enos, president of the American Automobile Association, which nation-wide body of road users is accelerating the movement most substantially through its 500 clubs scattered all over the country.

"A motor-driven vehicle nowadays can challenge roads not deserving of the name," comments Mr. Enos, "and so it is that in the development of country life the automobilist requires much to discourage him in his goings into the by-ways, which, like the other avenues of communication, demand consideration in proportion to their growing use. It is our belief that the betterment of these roads properly devolves upon the township, with well-defined co-operation from the State through a highways department which also has to do with the county roads in conjunction with the county authorities."

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"To ask the national government to do that which properly devolves upon the local community is basically wrong and untenable. Our government is composed of State units, the source to which the community should appeal is the State, which in turn should go to the Federal government for aid. Cooperation along lines which are interstate and otherwise sufficiently general to justify the employment of national funds. But to call upon the national government to deal with local units direct and ignoring the State government is procedure contrary to constitutional rights and common sense."

Adds to Executive Force.

Due to the strides the Cole Motor Car Company is making in the progress of advancement in the automobile industry, many strong additions to J. J. Cole's executive cabinet have lately been made.

J. L. White, for four years purchasing agent of the big Northway Motor and Manufacturing Company, of Detroit, from whom the Cole Motor Car Company from its inception has purchased its motors, has joined the Cole Company in capacity of purchasing agent, succeeding E. E. Westman, who leaves the Cole Company to engage in the moving picture field.

CULLOP REFUSES OFFER OF NAPS

Will Not Sign Contract Sent by Cleveland, Because Salary Not Sufficient.

Bristol, Tenn., February 22.—"I'd rather husk corn on my mother's farm than pitch ball in the highest league when the terms are not satisfactory," thus "Nick" Cullop, the young Virginia southpaw wonder, on whom has been placed a price of \$25,000 by his present owners, the Cleveland American League, for the 1913 season.

pected to report at Pensacola, Fla., Monday for practice.

The terms proposed by the Cleveland management have been before Cullop for nearly a month, but he has declined to affix his signature, because they are unsatisfactory. It is not stated just what the offer is, but the impression here is that Cleveland expects Cullop to come up on the terms laid down in the regulations, and that is an increase in salary of 25 per cent over what he received as a member of the New Orleans Pelicans. Owing to the high value placed upon the southpaw, the outcome of this controversy with the Cleveland management will be watched with interest throughout the country.

CHANGE IN DIRECTORS.

Bristol Team Changes Hands, New Men Coming Into Control.

Bristol, Tenn., February 22.—As a result of a meeting to-night of the directors of the Bristol association of the Appalachian League, Bristol is to have a new deal in baseball the coming season. The directors voted to turn the franchise over to new men, the only obligation entailed is that out of any profits the old directors are to be reimbursed to the amount of the indebtedness.

The new regime elected the following officers: Vynndham R. White, president; Frank Taylor, vice-president; W. H. Beckner, secretary-treasurer. These, together with Horace M. Hoskins and Mayor George M. Warren, constitute the board of directors.

"Red" Muson will manage the team.

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Best Grade Auto Lubricating Oil Made.

CHEMI-COMPANY

Call For Standard of the World Whiskey

By its full name and you will get a good drink.

Packard MOTOR CARS
Gordon Motor Co.

Janeway Wool Underwear

LESS THAN COST.
\$2.50 Garments \$1.45
\$2.00 Garments \$1.35
\$1.50 Garments \$1.00
\$1.00 Garments 70c
KAHN'S OF RICHMOND,
713 E. Broad St.

United States Tires FIRST

in point of equipment on cars at the Richmond Auto Show

50%

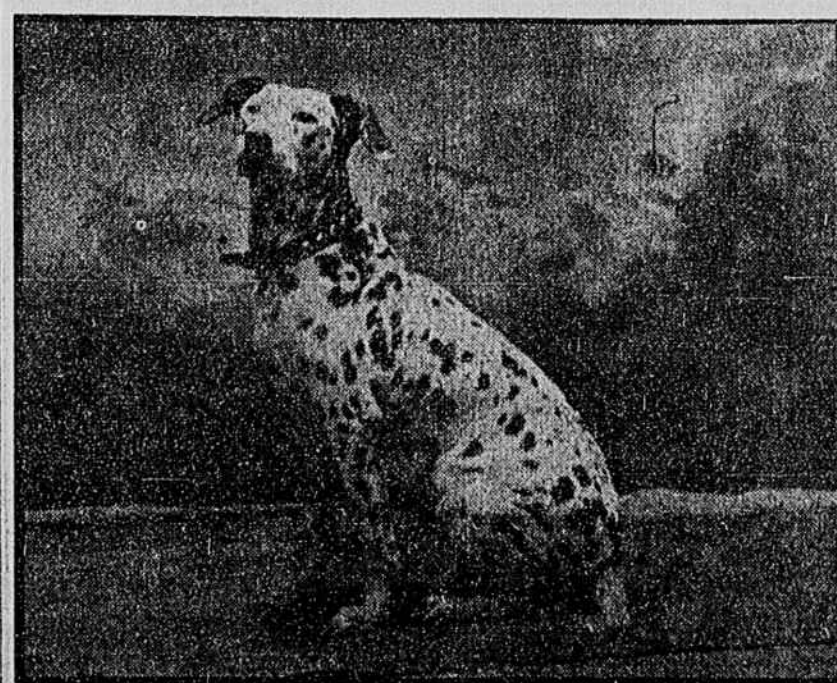
of all pneumatic Tire equipped pleasure cars were equipped with United States Tires

They Are

AMERICAS PREDOMINANT TIRES

AND EVERYBODY KNOWS IT

Adelle--6 Years Old



Thoroughbred French Dalmatian, owned and bred by S. S. Gaines, of Richmond.